## Brooklyn Has Its Own

Poor Quality and Overcharging Flourish what purported to be Slater shoes. Across the Bridge.

Honest Merchants There Have Same Problems of Competition with Chicanery as Do Manhattan Merchants-Sample Shoes, Geographically Trusted Hats and Fake Jewelry Found

by The Tribune's Investigators.

#### By SAMUEL HOPKINS ADAMS.

Once there was a man who had a theory about Brooklyn. Many people have theories about Brooklyn, but this man was a Brooklyn man and his theory was home-grown. He propounded it to the Tribune Bureau of Investigations. It was to the effect that Brooklyn stores are fairer and more honest in their dealings than Manhattan stores (he assumed this premise with a cheerful and offhand assurance) because, Brooklyn being a home town, the resi- "\$4.00 vest." It bore the price mark. \$3.00. But it didn't bear it dents are in closer touch with the stores, merchandising is a more long. The salesman hastily removed it. A question as to the direct and personal relation and the shop which doesn't satisfy its customers soon becomes too notorious to continue in business profitably. All of which is interesting and may once have been Schwartz & Woolfson type of bargain. true. But to-day there are plenty of places in Brooklyn which ought by right to be decorated with the sign-post

#### Stop! Look! Listen!

Theories such as this of the patriotic Brooklynite always receive hospitable attention and consideration in the Tribune Bureau of Investigations. Eventually they are checked up with data collected for the purpose. In the case of the borough across the bridge, the checking-up process indicates that while it is not so rich in dollartraps for the transient trade as New York, yet the trustful shopper along Fulton and other business streets, who spends her dollar on the basis of the persuasive signs inviting her to spend it, can collect almost as curious a supply of over-priced sad experience as she could purchase amongst the fakeries of Broadway or Fifth Avenue,

Brooklyn, for example, has not changed the spots of Sarnoff, the eminent geographer and hatter who has figured in these columns before. Sarnoff, now doing business as "Irving," has maintained one of his mad hatteries at 463 Fulton Street. Therein the Tribune investigators invested in an Austrian velour hat. Now, Austrian velour is made from the fur of the hare, and Austrian hares are greatly at a premium at present, having mostly been driven into exile by soldiery who need their burrows for trenches, or eaten, hide and all, by the armies. So when the Sarnoff salesman offered a "genuine imported Austrian velour" hat at \$2.85 it seemed a bargain and was bought. But upon appraisal the hat proved not to be any relation to Austrian hare. Possibly it may have been March hare, which is the one known species as mad as a geographical hatter; but the appraiser considers it to be a cheap American velour of coney fur. "No part of this ever saw Austria," he states; and adds, "A rotten piece of work." It should sell for \$2, or perhaps \$2.25, in his opinion. Therefore, the war, working through the March hare Impresario's Bankruptcy upon the imagination of the mad hatter, has added somewhere about 30 per cent to the normal price of the Sarnoff-Brooklyn merchandise. One more proof that Sherman was right.

According to a canvas sign which stretches out like a gill-net for suckers, at 573 Fulton Street, there progresses there a special

Bankrupt Stock of the Greater New York Purchasing Company, formerly of 479 Fulton Street, on Sale at Great Reductions. This Great Sale Conducted by H. W. Gordon.

From the evidence, Mr. Gordon got his training in the school ure of cigars and numerous other patof Finkelstein, Liberman and Guryan. The first specific appeal to ents of an estimated value of \$500. the eyes of the Tribune shoppers was a window sign offering \$2.50 000, the records of which Mr. Ham silk shirts for \$1.35. Only six of these shirts were visible inside the place. The salesman apologized for the scantiness of the stock a claim for \$8,000, advanced to Maria and attempted to switch his customers to a more expensive lot. Barrientos, the Spanish singer, now

'Are these silk?" asked the Tribune man. "Yes, sir. Through and through."

The salesman lifted one out and manipulated it gently. From value and which are pleaged with the the folds emanated an expensive and captivating rustle. On the of \$70,000 and other collateral that it strength of that seductive sound and the only less seductive repre- tied up under various agreements with sentation of the clerk, the garment was bought, rustle and all, for \$1.35. It proved to be a rich find for the money-indeed, for any money-not as merchandise, but as an example of Brooklyn in- against genuity. The shirt ("silk, through and through, value \$2.50") was cotton and artificial silk, never worth more than \$1.00. The collected, lovely rustle was tissue paper carefully disposed inside to produce 3,998 that ear-tickling effect! Here is one instance where the "Listen!" was more deceptive than the "Stop!" or the "Look!"

Having made a good start, the shoppers then secured some "\$1.00 Wool Merino" for 69 cents per garment, a full suit being purchased. Somewhere in the career of those garments there had been a scandal; an elopement, or at best a mesalliance. They are quite shamefully mismated. The shirt is a 75 cent quality, the drawers of a much lower grade, being a 50 cent quality. Neither, however, is very good of its kind. The \$1.38 for the suit is a distinct overcharge. There are also to be obtained at Mr. Gor\$4,000; C. Vezzalini, \$20,000; A. Allard,
\$9,000; Felix Bellet, \$4,000; Cecile Thedon's wonderful sale "pure cashmere socks" at fifteen cents which might be worth that if they weren't damaged; silk neckwear, mostly Colombini, of Milan, \$7,000 - \$77,000 cotton, at two for a quarter, "the worst I've ever seen offered for " sale," states the appraiser, and "pure silk" handkerchiefs which are

Sample Shoe Stores are not unknown in Brooklyn. The personal injuries, and the American Seating Company, \$5,996 for seats. United Sample Shoe Company operates one at 827 Broadway. There the eyes of the Tribune buyers encountered a pair of patent BRAKES FAIL; TRAINS CRASH

"Are these sample shoes?" the salesman was asked.

"Yes."

"What's the price?"

"Two ninety-five."

"What would they cost at a regular store?"

What would they cost at a regular store?

"Oh, four dollars, probably."

So they were taken. They are not sample shoes at all, but shoes regularly made by Rice & Hutchins, reputable manufacturers of low-priced-goods, to retail at \$2.50. The premium attached to the control of the control of

the "Sample" fake was 45 cents. Sample shoe shops run as true to form in Brooklyn as elsewhere

Crossing the bridge seems to have had a debilitating effect Notorious Sales Quacks upon Berler, who used to run a "Sample" shop in The Tribune Building, but reformed under pressure. The pressure apparently hasn't extended to Brooklyn. At the Berler store, 517 Fulton Street, the manager sold to the Tribune investigators a pair of

"Is that the Slater who has a store on Broadway and another on Fifth Avenue?"

"Yes."

"How much do you think they would charge for this same

That's hard to say. They have high rents to pay. Six or seven dollars, I should think.

"Then they're worth \$5.00 anyway.

"Oh, yes. I'll guarantee it to be a \$5.00 shoe.

The pair was bought for \$3.45. They are not Slater shoes, but a line regularly made up for the cheap trade and worth not more than \$3.00. The soles are hemlock tanned and the heels filled in with fibre and paper.

A store with all the appearance of respectability, where caution must be exercised by the purchaser who does not wish to get appeared recently a card offering \$4.00 vests for \$2.65. Having none of these in the store in the Tribune's size the salesman took one from the show window. The original ticket was still on this material of which the garment was made was adroitly evaded. Nevertheless, it was purchased; and its quality illumines the

The garment, according to the appraisers, is very poorly and unevenly made, and should be regarded as a factory reject and a job-lot article. In view of its shopworn condition, \$2.50 would be an ample price. Furthermore, the pocket linings do not match; the shoulders are awry; the lapels are not mates, and the belt is not even. The vest would be a nice Christmas present for a con-

A visit was then paid to the shirt department, where a "silk and linen" shirt, represented as a bargain, was bought for 95 cents. Were it silk and linen it would be a veritable bargain. It isn't. It is cotton crepe. From this purchase the salesman carried the shopper over to another.

"Here's a dandy! A woven pongee shirt. Colors woven

"You say these colors are woven?"

"Clear through. A bargain at \$1.15."

The purchase was made. The colors are woven through to precisely the same extent that my article is woven through this page, and by the same process. The "woven pongee" is a regular 1.00 printed cotton cloth garment.

'Selling Out" is quite as likely to represent bait over a hook n Brooklyn as in Manhattan. The Popular Men's Shop, at 690 Broadway, is "selling out," among other articles, "\$4.00 Glastenbury Underwear" at \$1.95. On inquiry the Tribune shoppers

(Continued on Page 12.)

### HAMMERSTEIN'S ASSETS \$564,632

Schedule Shows Liabilities of \$280,249.

As a supplement to the petition entered recently against Oscar Hammerhankruptey we filed by him yesterday in the United States District Court. In these the liabilities of the impresario were given as \$280,249 and the nominal assets as \$564,632.

The assets include nineteen patents on machines for use in the manufactmerstein states are unavailable at pres out. Among his assets he also place with the Metropolitan.

Mr. Hammerstein owns 4,998 shares of common stock in the Hammerstein Opera Company, which are of unknown his wife, Emma Swift Hammerstein,

id other persons.
Judgment claims are presented
gainst A. Constantino for \$31,000, \$82
gainst Lorenbo Navarini, \$25,000 against the National Bridge Works and

The Equitable Trust Company holds 3,998 shares of stock in the Hammer stein Amusement Company as security on an agreement made by the bankrupt in 1911 for the payment of alimony to his former wife, now deceased, and for the support of his daughters, Rose

stevan and Stella Keating. There are a large number of unse red creditors, principally on singers

ter for \$2,100. r for \$2,100. The list of creditors for singers' ser-ces includes Martha Chenal, \$18,000;

Among other creditors are Simion J Voelkle, \$25,000, claims for damages for

One Killed as New England Caboose

Is Crushed. Cansan, Conn., March 25.—Failure of brakes on a heavy extra westbound freight, drawn by two engines, is understood to have been the cause of a collision of this train with another freight on the Central New England Railread here tooday.

Room, \$1.25, \$1.50 Day

### Stetson Hats



The Pacemaker-\$4

Here is the Pacemaker—a very smart Stetson soft hat with a slightly drooping brim and a heavy silk band.

We have it in several distinctive colors at \$1.

You don't have to be told about the quality-Stetson means quality.

Come to a Wallach Store for your Spring hat-you will be sure to find the very style to suit you in a derby or soft hat.

Stetson Hats, \$3.50 to \$8

Stetson Style Book on R quest

# Wallach

Hart Schaffner & Marx Clothes

announcemental \$7.55 and \$8.98

## MONTICELLO

# EARN



## GREAT SPRING SALE—SECOND

LATEST THOUGHT in SPRING STYLES. in APPAREL and MILLINERY,

and EXTENSIVE SPRING STOCKS in Every Section. AROUSE ENTHUSIASTIC APPROVAL

"stung." is Schwartz & Woolfson's, 728 Broadway. In the window Following Remarkable Values Are But Indications of MANY Other Attractions

Customers Comment On Our Wonderfully Fine Stocks of

APPARELand MILLINERY.

it is this season ... Charming and novel veriety characterize the countless clover ideas, the inspiration and thought of various de-

In consideration of style conditions we have prepared the most

Complete Stock of Attractive Assortments At Prices to Interest You

PRING For Monday PECIALS and Tuesday

\$5.00 Trimmed Dress Hats ... Large and small black, navy, brown, green and purple flowers, ribbon and fancy trimmings.

\$1.69 Untrimmed Hats .. Milan "hemp" and lisere straws smartest small effects as well as large Georgette sailors - black, navy,

Hats trimmed free if hats and trimmings are purchased here. 

1212 and 15 ct. Men's and Women's Handkerchiefs .10 Pure linen women's with dainty em-broidered corners about 50 designs to select from men's plain hem-

..36 49 ct. Boys' Hats. 49 ct. Imported Collars ... Exquisitely embroidered organdic or batiste combined with lace also all lace white and ecru cowl, sailor or shoulder shapes Limit 3.

25 ct. Knives and Forks-each. dles Limit one dozen.

Silver-Plated Ware-19 doz.

53.98 Boys' Suits 2.68
6 to 17 yrs. some have extra trousers several Norfolk models, also sack suits Spring cheviots, also plain color cordurors. Limit two. .cis \$5.98 Boys' Spring Suits. White many pretty styles some with linen centres designs include centres trimmed with law insertion and embroidered, also plain centres wide lace borders Limit 2 pcs.

\$15.98 Misses' Suits . . \$1.98 Men's and Women's Umbrellas Silk piece dye taffeta plain, carved or trimmed handles—Limit two.

grade shirtings, including Jacquard Persian twills colors preferred by men soft cuffs well made all sizes Limit three.

25 ct. Scrim Curtainings ...

With lace insertions and edge white and Arabian a dozen styles. Limit \$21.98 Wilton Velvet Rugs ..... 15.00

9x12 ft. seamless rich medallions. Orientals and other desirable pat-

60x00 in. standard quarry dressing beamed with 3 inch hem. Limit 12.

\$1.49 Heavy Crochet Spreads....1.00 No dressing—four designs.—Limit 2. 41/2 ct. Bleached Cheesecloth ..... 23/4 76-in. absorbent for family or sur-geon's use.
Not less the 5 ris or more than 1
piece to a customer.

\$2.49 Silkoline Comfortables .... 1.87 Full size daintiest florals and col-oring, with wide contrast mull or sateen borders — light or heavy weight tufted or stitched. Limit 3 Mixed Goose Feather Pillows-

Limit S pair. 

Pure Wool Blankets . 5.95 . 6.95

White, scarlet, gray, and two-tone platds—silk bindings—for full size beds. 29 ct. Jacquard Robe Cloth. Prettient two and three tone color combination.

68 in. pure white soft finish, Limit 6 yards. 75 ct. O-Cedar Mops ...

\$1.19 Dress Linens.

7x3 ft.-extra long all tints. 35 ct. Opaque Window Shades.

PRING ALE PECIALS

Limit two

\$2.98 White Voile Blouses ..

full collars and cuffs.

\$19.98 and \$21.98

\$2.98 and \$3.49

49 ct. Children's Pajamas

ribbon bands. Limit two. 29 ct. Boys' Percale Blouses.

Women's Coats Navy, tan, black and smart ch

Women's Wash Skirts 2.35

For Monday and Tuesday PECIALS

Monday ALE and Tuesday PECIALS \$4.98 Georgette Crepe Blouses. . 3.79 \$4.98 Little Tots' Colored Coats 3.74 89 ct. All-Wool Poplins.

2 to 6 yrs.—navy and Copenhagen blue serge or black and white checks belted models white overlay col-lars and cuffs, Limit two. nicst styles imaginable white, h, maize, or torquoise blue front one model embroidered in twotone colorings amast tucking over front lap ending in convertible collar effect yoke back another with very novel hemstitched design and deep white edged triangular collar with \$1.69 and \$1.98 Little Tots' White Dresses

Sizes to 6 yrs, special lot of fine lawn and nainsook models yeke, Empire and French styles prettily trimmed with lace, embroidery, tucks White Dresses

and ribbon some hand embroidered yokes among them. Limit three. Venise or Val. lace inserts with pin tucks included, too, one with fine embroidered batiste inserts, tucks, and hemstitched yoke smartest high 69 ct. Little Tots' White Dresses. .44 embroidery or lace trimmings

Colored Voile Blouses 1.50 Copenhagen and rose, or white with colored embroidery touches; large scalloped frills bordered with em-broidery eyelets very chic style. Limit two. Criss cross designs of good quality colored satin ribbon. Limit 2,

\$1.98 Little Tots' Straw Hats...1.65

1.77 79 ct. Yard-Wide Lining Satins.

6 to 14 yrs. - Striped and figured Per-cales - silk frogs - cut full. Limit \$1.98 Girls' White Dresses ...... 1.44 Sizes 6 to 14 yrs. lawns or embroidered organdies French styles one with embroidered edges overlapping semi-panel of embroidery and lace others embroidered and lace and hemstitched trimmed pleated skirts tucked backs clever ribbon belt effects. Limit three.

33 ct. Sewing Silk—dozen..... 50-yard spools black, white ored. Limit 6 doz. Pretty two-tone and other florals, for dresses and blacks clever ribbon belt effects. Limit three. Latest Tipperary, Rah Rah and College styles brown and gray mix-tures, also shepherd checks—self or

> also 69 ct. Extra Nightdresses. 4.29

5.98 Misses' Suits. 10.50
Serges, Poplins and other desirable
Spring fabrics smart belted peplum
or flare models detachable white
faille allk collars button trimmings
a feature Navy, Brown, Burgundy,
Black—14 to 18 yrs.

\$1.29 Crepe Kimonos. 77
Shirred at waist—set-in or fashioned
sleeves—plain color models, with
contrast cuffs and deep rever collars,
piped in black flowered cremes, with
satin trimmed collars and sleeves.
Limit two.

White or colored stripes—a novelty tinted plaid dimity with white colored embroidered and tucked shawl front with frill edge and tinted crocheted buttons—tailored striped linens with contrast collars and cutts—distinty while handkerchief linen with bland embroidered front, scalloped edge, closing and crocheted buttons—also fancy voiles. Fine assortments of the following:

such georgette with contrast hem-tching and novel panel front. sleeves and collar, formed with Ven-ise lace points—other georgettes, ex-quisitely beaded or hard embroid-cred, in flesh or white—a clever flesh color satin and chiffon combination with deep chiffon yoke having wide tucks front and back, novel satin col-lars, cuffs and sleeve folds, and dec-orative glass buttons—still others, dozens of styles to select from.

Fascinating designs carried out in georgette jaunty hemstitched frills with shaw! Jabot of self combined with Venise and filet lace, and lace trimmed shoulder and sleeves.

Copies of Foreign Dress Blouses, 15,98

Lack Bleached Turkish Towds.

18x37 in. white borders are durable hemmed white Terr ders. Limit dozen.

Foreign Dress Blouses, 15.98
For instance, a bewitching chartreuse georgette model with white chiffen lining white georgette vestee with rose buttons, topped with collar piped

Note also the many styles of New Blouses at 1.85. See Spring Sale Specials in Above Columns.

MORNING SPECIALS-Monday and Tuesday, Until 1 P. M. prevent dealers buying, quantities restricted. No Mail or Telephone Orders.

\$5.98 Women's Raincoats.......4.95 39 ct. Silk Mixed Crepe de Chines .29 Poplin or Canton black, navy and olive loose or with detachable helts convertible collar patch or side pockets all sizes.
WOMEN'S RAINCOATS SECOND PLOOR. 49 ct. Nainsook Corset Covers ... . 36 49 ct. Bathroom Fixtures-each. Deep yokes of tancy laces, embroid-ery and ribbon.

MUSLIN ENDERWEAR-SETOND FLOOR

Towel bar, glass holder, soap dish or roller nickelled on brass, BATHROOM FIXTURES TRING FLOOR. 93, ct. Heavy Dish Towellings 79 ct. Silk Mixed Poplins. 58
Yard wide soft finish high lustre

— sasortment of street and evening 11 ct. Cotton Huck Towels... Bleached colored borders, TOWELINGS MAIN FLOOR

39 ct, Shepherd Checks-36 inch. . . . . . \$1.75 White Goose Down-lb. Part wool black and white small and medium sizes. Clock Signs Denote Morning Specials. Look for the Clocks!

colors, SHES-MAIN PLOON

Look for the Clocks:

\$2.98 Marseilles Spreads.

Satin finish extra fine quality new patterns. SCHLADS BASEMENT

Stock. PRATHERS BASEMENT

89 ct. All-Wool Prunellas.

a very serviceable Russian effect, with box pleats and belt, made of lines finish. Limit three. \$1.98 Eiderdown Carriage Robes, 1.38

59 and 69 ct. Babies' Fine Shirts . . . 38 Half wool sizes to 3 yrs. because of existing wool scarcity an exceptional opportunity Limit 3.

Sizes to 6 yrs. Milan hemps in poke and mushroom effects—trimmed with velvet ribbon and popular hand-made ribbon buds and flower effects—also a clever model with plaid ribbon band and streamer bow—white, navy. Copenhagen, rose or natural straw.

Stin, taffetas and molres—the control of the gabardines, serges, poplins, worsteds, tweed mixtures free swinging hox, straight or flare styles convertible collars with silk overlays lined and unlined various lengths.

S2.24 Women's Tub Silk
Petticoats

Black, white and new Spring shades
tucked flounce, with pleated ruffles
cotton underlay fitted elastic
bands all lengths a very dressy
petticoat for the price. Limit one.

98 ct. Women's White Petticeats. . G9 29 ct. Basket Weave Suitings. ery or lace trimmed ruffles. Limit two. .2.68

S to 17 yrs, wariety of plaited Norfolk models new checks, plaids, stripes and novelties in Spring cheviots and novelties chevilian chevilian chevilian chevilian chevilian chevilian chevilian chevilin chevilian chevilian chevilian chevilian chevilian chevilian che

with 79 ct. Chiffon Cloth ... Black, white and full line of color double width suitable for bloss

dreames and tunics as well as sure Limit 10 yds. 49 to 59 ct. White

1214 and 15 ct, Lonsdale Cambric .1 Nainsook or cambric finish-ru-anteed quality desirable for more garments, etc. Limit 15 yds.

blouses, infants' wear or fine under garments. Limit 15 sds.

18x37 in. white borders absorbed durable hemmed white Terry Meders. Limit dozen.

Double width, white, ecra feet black—used for scarfs, bless trimming and drapery, entire person millinery. Limit 15 yds. 69 ct. Silk Tulle .....

one set.

49 ct. Men's Underwear.

49 ct. Women's Silk Gloves ... 2 clasp black, white, gray and double finger tips. Limit 2 pas

12 to 25 ct, Persian Bandings.

Large assortment of novelty and servative color combinations and without tinsel used for coats and millinery some are printe for fancy work. Limit 15

PRING tan, taupe, Copenhagen and

blue, wistaria, prune, clive, scal brown, navy and black. Limit 12 yds. 1.17 98 ct. All-Wool French Serges 48 and 50 in. -navy, men and black-fine weave demand for Spring suits and at less than market price.

> 40 in.—lustrous finish surface-taupe, Copenhagen and Belgiant, olive, myrtle, brown, prune, gan navy, men's wear blue, and but Limit 12 yds. \$1.49 Black Gabardines .. 48 inches wide all wool-sar raised diagonal weare one of most popular fabrics for Sp Limit 12 yds.

\$1.39 Crepe de Chines-48 in. Lustrous crepy finis light and dark shades. 98 ct. Striped Wash Silks.

32 in. colored satin stripes varies styles and colors now in vogue blouses and shirts.

Limit 15 yds. Satin, taffetas and moltishades millinery or sash widths Limit 10 yds.

with marquisette or net foundation - sizes 34, 36, 38 and 40. Limit 4 per

Sizes 24 to 40-Limit three. 33 ct. Sewing Silk-dozen.

Pretty two-tone and other ificrals, for dresses and bla Limit 15 yds.

32-inch pure Indigo blue dye sirable checks. Limit 12 yards. 59 ct. Olive Oil Castile Soap .... White or green average 4 lbs

Regulation handles—bevelled etc.

Embroidery Flouncing. 26 to 40 in. prettiest of zer a signs embroidered on Swist mo or organdie many dainty stallog edges. Limit 10 yds.

17 ct. Lingerle Batiste.....

49 ct. Boys' Cotton Union Saits Fine quality high neck, shortsleen or athletic style knee length das ers - all sizes. Limit four suits

tions which do not all bility. Limit 4 pair.

\$1.89 Lunch Cloths ... Silver bleach German lisen-be stitched no dressing. Limit tes

Gray shirts and drawers med weight soft and durable all size. Limit two suits. \$1.49 Leather and Silk Handbags 1.0 Stylish shapes and sizes-leader fancy linings safety catches many some with inside change of partments. Limit three.

69 & 98 ct. Pendants and Chains.

14-kt. gold filled—discriminating a sortment of clever designs as styles, more or less elaborately with sapphires, rubies or brilled white stones. Limit 6.